

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW

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E.O. 11652: N/A

TAGS: BEXP, ETRD, UR

SUBJECT: MOSCOW VISIT BY PORTER REPS RE PAVILION AT NEW
EXHIBITION COMPLEX

REF: MOSCOW 17287, 17708, 5477 OF 1974

FOR: USCO

1. L. RONALD SCHEMAN OF PORTER INTERNATIONAL EXPECTS TO BE
IN MOSCOW WEEK OF JUNE 9 TO CONTINUE DISCUSSIONS WITH V.
TELEGIN OF CHAMBER OF COMMERCE AND INDUSTRY CONCERNING PRO-
POSAL (SEE REFTELS) TO BUILD A 'U.S. EXHIBITION PAVILIO "
AT EXHIBITION COMPLEX ADJACENT TO INTERNATIONAL TRADE CENTER.

2. SCHEMAN AND MIKE RAE BRIEFED DOWNEY MAY 9 ON PORTER,
PAN AM, BANK OF AMERICA CONSORTIUM PROPORAL. THEY REITER-
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ATED REQUEST MADE EARLIER AND WITHOUT SUCCESS TO FORMER DAS

FOR EAST-WEST TRADE LAZARUS AND BOWDEN THAT COMMERCE PROVIDE SOME FORM OF COMMITMENT ON HOLDING EXHIBITIONS IN THE PROPOSED PAVILION. DOWNEY DECLINED TO GIVE FINAL ANSWER, BUT -NOTED THAT HIS INITIAL REACTION IS NEGATIVE. (AT MEETING, SCHEMAN ALSO MENTIONED THAT PORTER IS CONSIDERING THE SALE OF SOVIET BUSINESS AND TRADE TO LEO WELT.

3. A FEBRUARY 19 ECOTASS BULLETIN LISTS ARRANGEMENTS COVERING SEVERAL PAVILIONS PLANNED FOR NEW EXHIBITION COMPLEX: NO. 1 "TO BE BUILT" BY GLAHE WITH CONSORTIUM OF GERMAN FIRMS; NO. 3 "IS DESIGNED" BY BALKANSTROI OF BULGARIA; NO. 4 "TO BE BUILT" BY YUGOSLAVIA PUBLIK; AND NO. 5 BY JETRO AND SORENTOOBOEKIKAI OF JAPAN. ECOTASS SAYS SEVERAL OTHER FIRMS ARE STILL NEGOTIATING. ACCORDING TO AGREEMENT PORTER CONSORTIUM IS PROPOSING TO CHAMBER, CONSORTIUM WOULD OPERATE PAVILION FOR NUMBER OF YEARS AND CHAMBER WOULD AGREE THAT ALL U.S. EXHIBITS WOULD BE PLACED IN PAVILION.

4. IN VIEW OF ABOVE, BEWT WOULD APPRECIATE RECEIVING ANY INFORMATION USCO HAS ON HOW CHAMBER PLANS TO ADMINISTER INTERNATIONAL AND OTHER EXHIBITIONS IN THE NEW COMPLEX. ARE SOME PAVILIONS TO BE MANAGED BY FOREIGN FIRMS? IF SO, WILL THESE FIRMS HAVE FIRST OR EXCLUSIVE RIGHTS TO HOUSE EXHIBITS FROM SPECIFIED COUNTRIES AND RIGHT TO DECIDE WHAT EXHIBITS THEY WILL ACCEPT? PLEASE SLUG REPLY FOR USDOC/BEWT/USSR. KISSINGER

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